

NORTHWESTERN REGIONAL PRE-SOLICITATION MEETINGS FOR ARMY TRANSFORMATION

17 October 2005: Fort Riley, Kansas at the Ft Riley Conference Center Ballroom, 446 Seitz Drive, Ft. Riley, KS.

19 October 2005: Fort Carson, Colorado at the Doubletree Hotel Colorado Springs-World Arena, 1775 E. Cheyenne Mountain Blvd., Colorado Springs, Colorado

21 October 2005: Fort Lewis, Washington at the Marriott Courtyard - Downtown Tacoma, 1515 Commerce Street, Tacoma, WA.

*****AGENDA*****

0800 – 0942	Registration
0943 – 1000	Greetings & Introductions
1000 – 1100	Program Overview
1100 – 1200	Acquisition Strategy
1200 – 1330	Lunch
1330 – 1430	Small Business & Bonding Overview
1430 – 1530	Panel Q&A
1530 – 1600	BREAK
1600 – 1630	10 TIPS TO IMPROVE YOUR PROPOSAL
1700 –	Networking

Over the past few months, the U.S. Army Corps of Engineers (USACE) has conducted national market research by holding nationwide Industry Forums to seek industry capability and input into how to execute a multi-billion dollar military construction (MILCON) program across the United States. In order to achieve the quality, flexibility, adaptability, sustainability, as well as time and cost savings that the Army is wanting to achieve, industry told USACE that it will have to consider the MILCON Program to open up its Program to many different types of construction methods that are available and utilized throughout the United States by private industry.

Industry shared four major recommendations:

1. Utilize industry best practices, standards and codes. 2. Utilize performance based (outcome oriented) type contracts versus its current prescriptive specifications that specify exactly what materials will be used, how the facility is to be constructed, and when each phase of the construction will be completed. 3. Construction methods such as pre-fabricated, pre-engineered, panelized or tilt-up walls and permanent modular construction methods are solutions that the Government should seriously consider in order to meet the needs of the Army. 4. The government could achieve cost savings through bulk buys of materials if awarded more than one of the same type of facility.

Northwestern Division (NWD) is still seeking feedback from the construction industry in order to determine our acquisition strategy for the FY06-FY11 Military Construction Program based on the three (3) Pre-solicitation meetings at Fort Riley, Fort Carson, Ft. Lewis, and the Market Research Questionnaire.

In order to determine the best acquisition strategies we need to identify firms capable of performing contracts of various sizes and locations. A survey has been developed to assist us

structuring the number and type of contracts needed to accomplish the proposed program which could exceed \$2B over the next few years.

NWD covers 14 states and due to the geographic and market diversity we are considering dividing our region into five zones to promote maximum participation by small and local businesses.

The zones are defined and are used in the survey as follows:

Zone 1 - Northern Plains (ND, SD, MN, WI) Ellsworth & Minot AFB, Ft. McCoy, Grand Forks, Twin Cities Army Ammunition Plant and Badger Army Ammunition Plant

Zone 2 - Southern Plains (NE, IA, KS, MO) Forts Riley, Leavenworth, Leonard Wood; Offutt, McConnell and Whiteman AFBs; Iowa Army Ammunition Plant, Kansas Army Ammunition Plant and Lake City Army Ammunition Plant

Zone 3 - Front Range (WY, CO) Fort Carson, Buckley AFB, Schriever AFB, Peterson AFB, Air Force Academy, FE Warren AFB, Cheyenne Mountain AFB and Pueblo Army Depot

Zone 4 - Northwest Plains (Eastern WA, ID, MT) Fairchild AFB, Mountain Home AFB and Malmstrom AFB

Zone 5 - Northwest Coast (Western WA, OR) Fort Lewis, McChord AFB, Yakima Training Center, Portland Air National Guard

All firms are encouraged to complete the survey which can be found at <http://surveymonkey.com/s.asp?u=433321323853>. **Copy and paste the link into your internet address box and follow the instructions. PLEASE DO NOT ACCESS THE SURVEY UNTIL OCTOBER 12th AFTER 5:00 PM CENTRAL TIME.**

The survey will be available until October 31, 2005. You may print out a hard copy for viewing (see attachment B).

While not mandatory you are strongly encourage to complete the survey and provide the most accurate information of the number, size and capabilities of firms to accomplish projects from \$1M - \$200M. Our intent is to structure contracts which can be performed by small business therefore, information from these firms is essential. Please take time to complete this survey!

Additionally the gathered information will facilitate the development of teaming arrangements, for more information on teaming arrangements please check the SBA website at <http://sba.gov> or contact any Small Business Representative listed below:

Telephone calls regarding Small Business matters (Kansas City District) should be made to: Arthur Saulsberry 816-983-3927.

Telephone calls regarding Small Business matters (Omaha District) should be made to: Hubert Carter 402-221-4110.

Telephone calls regarding Small Business matters (Seattle District) should be made to: Mark Roush 206-764-6807.

Telephone calls regarding Small Business matters (Headquarters) should be made to: Carol McIntyre 503-808-3798.

Additional Websites:

American Subcontractors Association <http://www.asaonline.com>

Associated Builder and Contractors <http://www.abc.org>

Design Build Institute of America <http://www.dbia.org/index.html>

Minority Supplier Council (Serving Western Missouri and Kansas) <http://www.m-s-c.org>

National Minority Business Council, Inc. <http://www.nmbc.org>

National Subcontractors Association <http://nsca.us>

Procurement Technical Assistance Centers <http://www.dla.mil/db/procurem.htm>

The Associated General Contractors of America <http://www.agc.org/index.wv>

Pre-Solicitation Meeting Registration

You are highly encouraged to register by e-mail to famane.c.brown@usace.army.mil, or fax to F. Brown at 402-221- 4119 and provide the information (using attachment A), also please view individual districts' websites for directions to the Pre-solicitation Meetings and further updates. **LAST DAY for Pre-registration is Friday October 14th at 5:00 PM Central time.**

Contractors may view the following websites at the following hyperlinks for updates:

Kansas City District Internet address <http://nwk-ebs.nwk.usace.army.mil/ebs/advertisedsolicitations.asp> click on Other Opportunities,

Omaha District Internet address <http://ebs-nwo.wes.army.mil/> click on Other Opportunities,

Seattle District Internet address <http://www.nws.usace.army.mil/ct/ebs/AdvertisedSolicitations.asp> click on Other opportunities.

ATTACHMENT A

Contractors must provide the following information for all visitors attending Ft. Riley 1) Visitor Driver's License; 2) Visitor Proof of Citizenship; and 3) Proof of insurance for your vehicle. Only provide the three items at the gate.

Name of Company:

Company Address:

Point of Contact (Name, phone number, e-mail):

Identify Location of forum (s) you will attend:

Indicate which installation(s) you are likely to bid as a prime or sub:

ATTACHMENT B

Market Research Questionnaire
Northwestern Division, U.S. Army Corps of Engineers (USACE)
WA, OR, ID, MT, WY, CO, ND, SD, NE, MO, IA, MN, KS, WI
<p>The Northwestern Division, U.S. Army, Corps of Engineers is seeking information about firms that would be interested in competing for projects in support of its Military Construction Program for Fiscal Years (FY) 06-11 in order to develop its acquisition strategy and contract instruments to accomplish the work. We appreciate your input and will consider all information confidential. The information will not be used for prequalification purposes; rather it will be used to validate the construction market in the 14 state Northwestern Region. We are trying to assess construction industry capability and interest of both commercial and government contractors. If you have any questions or need assistance in completing this survey, please contact the following resources:</p> <p>Procurement Technical Assistance Center (PTAC) - Missouri Procurement Technical Assistance Center (PTAC) - Kansas Procurement Technical Assistance Center (PTAC) - Omaha Procurement Technical Assistance Center (PTAC) - Denver Procurement Technical Assistance Center (PTAC)- Seattle OR, go to (website) for the PTAC nearest you at http://www.dla.mil/db/procurem.htm</p>

Due to the large geographical area encompassed by Northwestern Division, we have divided our region into 5 zones. We will be using these zones in this survey to assist us in evaluating the number and capabilities of interested firms in each area. During the evaluation of the survey results, we will validate the composition of the zones. Please use the following zone descriptions when responding to this survey:

Zone 1 - Northern Plains (ND, SD, MN, WI) Ellsworth & Minot AFB, Ft. McCoy, Grand Forks, Twin Cities Army Ammunition Plant and Badger Army Ammunition Plant

Zone 2 - Southern Plains (NE, IA, KS, MO) Forts Riley, Leavenworth, Leonard Wood; Offutt, McConnell and Whiteman AFBs; Iowa Army Ammunition Plant, Kansas Army Ammunition Plant and Lake City Army Ammunition Plant

Zone 3 - Front Range (WY, CO) Fort Carson, Buckley AFB, Schriber AFB, Peterson AFB, Air Force Academy, FE Warren AFB, Cheyenne Mountain AFB and Pueblo Army Depot

Zone 4 - Northwest Plains (Eastern WA, ID, MT) Fairchild AFB, Mountain Home AFB and Malmstrom AFB

Zone 5 - Northwest Coast (Western WA, OR) Fort Lewis, McChord AFB, Yakima Training Center, Portland Air National Guard

PART A. FIRM PROFILE

Does your firm have **one office** _____ or **more than one office** _____

Please indicate **how many offices** your firm has in each Zone:

Zone 1: _____ 0; _____ 1; _____ 2; _____ 3 or more

Zone 2: _____ 0; _____ 1; _____ 2; _____ 3 or more

Zone 3: _____ 0; _____ 1; _____ 2; _____ 3 or more

Zone 4: _____ 0; _____ 1; _____ 2; _____ 3 or more

Zone 5: _____ 0; _____ 1; _____ 2; _____ 3 or more

Firm Name:	Is this a Joint Venture? Yes _____ No _____
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Home Office Address:	CITY:	STATE:	ZIP CODE:
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Home Office CAGE CODE:		(Contractor and Government Entity) Code Don't have a CAGE Code? Go to this link to register: www.ccr.gov
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Point of Contact Name:	Phone No.
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	E-Mail:
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Are you a member of the Associated General Contractors (AGC)?		Yes _____	No _____
		Chapter: _____	
Are you a member of the Associated Sub-Contractors?		Yes _____	No _____
		Chapter: _____	
Are you a member of the Assn of Building Contractors (ABC)?		Yes _____	No _____
		Chapter: _____	
Are you a member of your local Chamber of Commerce?		Yes _____	No _____
Are you a member of the Design Build Institute of America -DBIA?		Yes _____	No _____
In the past 5 years, has your firm participated as a member of a Joint Venture _____			
In the past 5 years, has your firm participated as a member of a Consortium _____			
In the past 5 years, has your firm participated as a member of an SBA 8(a) Joint Venture _____			
In the past 5 years, has your firm participated as a member of a DoD Mentor/Protegee _____			
In the past 5 years, has your firm participated as a member of a SBA Mentor/Protegee _____			
Type of Business:	Construction _____	Service: _____	Supplier: _____
Bonding Capacity:	Single Bond: _____	Aggregate: _____	
Name of Bonding Company (Not agent):			
_____	AIG	CAN	Continental Casualty
_____	Federal Insurance Company	Fidelity and Deposit	NAS
_____	Hartford	Great American	Ohio Casualty
_____	Safeco	Liberty Mutual	Contractor's Bonding Ins. Co.
_____	St. Paul/Travellers	Insurance Co. of the West	
AVERAGE ANNUAL RECEIPTS OVER THE PAST 3 YEARS:			
Size of Business:	Less than \$12M _____ Btwn \$12M - \$28.5M _____ Over \$28.5M _____		

AVERAGE ANNUAL RECEIPTS OVER THE PAST 3 YEARS:		
Number of employees:		Less than 500 _____ Over 500 _____
Category of Business: (check all that apply)		(For definitions please go to www.sba.gov and search for category type)
_____	Small Business (SB)	IF UNSURE, SEE NEXT SECTION FOR DEFINITION
_____	Small Disadvantaged Business (SDB)	
_____	Section 8(a)	
_____	Alaska Native Corporation	
_____	Tribally Owned Enterprise	
_____	Native American Owned Firm	
_____	Women-Owned Small Business (WOSB)	
_____	Historically Underutilized Business Zone (HUBZone) Certified Small Business	
_____	Veteran-Owned Small Business (VOSB)	
_____	Service Disabled Veteran Owned Small Business (SDVOSB)	
_____	Large Business (LB)	
Industry Codes: Please indicate with North American Industry Classification System (NAICS) Codes apply to your firm Check all that apply		
236 Construction and Buildings (SB= Average Annual Receipts over 3 yrs < \$28.5M)		
_____	236116	New Multifamily Housing Construction (except Operative Builders)
_____	236118	Residential Remodelers
_____	236210	Industrial Building Construction
_____	236220	Commercial and Institutional Building Construction
237 Heavy and Civil Engineering Construction (SB = <\$28.5M)		
_____	237110	Water and Sewer Line and Related Structures Construction
_____	237120	Oil and Gas Pipeline and Related Structures Construction
_____	237130	Power and Communication Line and Related Structures Construction
_____	237310	Highway, Street and Bridge Construction
_____	237990	Other Heavy and Civil Engineering Construction

[illegible]

PART B. EXPERIENCE PROFILE

Which installations have you worked on in the past five years?

Zone 1 - Northern Plains (ND, SD, MN, WI)

_____ Ellsworth AFB _____ Minot AFB _____ Fort McCoy _____ Grand Forks AFB
 _____ Twin Cities Army Ammunition Plant _____ Badger Army Ammunition Plant

Zone 2 - Southern Plains (NE, IA, KS, MO)

_____ Fort Riley _____ Fort Leavenworth _____ Fort Leonard Wood
 _____ Offutt AFB _____ McConnell AFB _____ Whiteman AFB
 _____ Iowa Army Ammunition Plant _____ Kansas Army Ammo Plnt _____ Lake City Army Ammo Plnt

Zone 3 - Front Range (WY, CO)

_____ Fort Carson _____ Buckley AFB _____ Schriever AFB _____ Peterson AFB _____ FE Warren AFB
 _____ Air Force Academy _____ Cheyenne Mountain AFB _____ Pueblo Army Depot

Zone 4 - Northwest Plains (Eastern WA, ID, MT)

_____ Fairchild AFB _____ Mountain Home AFB _____ Malmstrom AFB

Zone 5 - Northwest Coast (Western WA, OR)

_____ Fort Lewis _____ McChord AFB _____ Yakima Training Center _____ Portland Air National Guard

Which installation(s) are you likely to bid as a prime, sub, or member of a formal teaming arrangement?

Ellsworth AFB, SD _____ Prime _____ Sub _____ Formal Teaming Arrangement
 Minot AFB, ND _____ Prime _____ Sub _____ Formal Teaming Arrangement
 Fort Riley, KS _____ Prime _____ Sub _____ Formal Teaming Arrangement
 Fort Leavenworth, KS _____ Prime _____ Sub _____ Formal Teaming Arrangement
 Fort Leonard Wood, MO _____ Prime _____ Sub _____ Formal Teaming Arrangement
 Offutt AFB, NE _____ Prime _____ Sub _____ Formal Teaming Arrangement
 McConnell AFB, KS _____ Prime _____ Sub _____ Formal Teaming Arrangement
 Whiteman AFB, KS _____ Prime _____ Sub _____ Formal Teaming Arrangement
 Fort Carson, CO _____ Prime _____ Sub _____ Formal Teaming Arrangement
 Colorado Springs Area, CO _____ Prime _____ Sub _____ Formal Teaming Arrangement
 FE Warren AFB, WY _____ Prime _____ Sub _____ Formal Teaming Arrangement
 Fairchild AFB, WA _____ Prime _____ Sub _____ Formal Teaming Arrangement
 Mountain Home AFB, ID _____ Prime _____ Sub _____ Formal Teaming Arrangement
 Malmstrom AFB, MT _____ Prime _____ Sub _____ Formal Teaming Arrangement
 Fort Lewis, WA _____ Prime _____ Sub _____ Formal Teaming Arrangement

Which of the following **SBA Regions** have you worked in during the past 3 years?

Region VII (Nebraska, Iowa, Kansas, Missouri)

Region VIII (Montana, North Dakota, South Dakota, Wyoming, Utah & Colorado)

Region X (Washington, Oregon and Idaho)

What was your **total revenue** for the past 3 years?

2002 Total Revenue \$	_____
2003 Total Revenue \$	_____
2004 Total Revenue \$	_____

Of your total revenue, please indicate the percentage of prime vs. subcontractor work your firm performed:									
		2002	2003	2004			2002	2003	2004
	0-25% Prime				0-25% Subcontractor				
	25-50% Prime				25-50% Subcontractor				
	50-75% Prime				50-75% Subcontractor				
	75-100% Prime				75-100% Subcontractor				
Please indicate your experience and size of projects you have completed in the past 6 years (check all that apply):									
		\$1-5M	\$5-10M	\$10-25M	\$25-50M	\$50-100M	\$100-250M	\$250-500M	over \$500M
Design/Build experience (from 10-15% designed to final construction)									
Barracks/Apartment Construction									
Dining Facilities/Cafeteria Construction									
Headquarters Bldgs Office Building Construction									
Company Operations Facilities/ Light Industrial Bldg Construction									
Tactical Operation Facilities/ Heavy Equipment Repair Facility Construction									

Unit Storage/ Mini Storage Facilities Construction								
Ammo Storage Bldg Construction								
Paving/Roads and Parking Construction								
Aviation Operation Facilities/Hangars Construction								
Classroom Construction								
Training Ranges Construction								
Child Development Center Day Care Center Construction								
Chapel/Church Construction								
Physical Fitness Center Construction								

We would like to get an idea of the size of the geographic area your firm typically accomplishes work. Please complete the following matrix using the home or branch office within ZONE 1: NORTHERN PLAINS - ND, SD, MN, WI					
Please choose one year's data and indicate whether the information is from:				2002 _____	2003 _____ 2004 _____
	Total number of projects per dollar range in one year period	Of the total, how many were performed in one location? (Defined as in one city or within a 50 mile radius of that city)	Of the total number, how many were performed within 50-100 miles of that location?	Of the total number, how many were performed within 100-500 miles of that location?	Of the total number, how many were performed more than 500 miles of that location?
\$1-5M					
\$5-10M					
\$10-25M					
\$25-50M					
\$50-100M					
100-250M					
250-500M					
over 500M					

We would like to get an idea of the **size of the geographic area** your firm typically accomplishes work. Please complete the following matrix using the **home or branch office within ZONE 2 - SHOUTHERN PLAINS - NE, IA, KS, MO**

Please choose one year's data and indicate whether the information is from:				2002 _____	2003 _____	2004 _____
	Total number of projects per dollar range in one year period	Of the total, how many were performed in one location? (Defined as in one city or within a 50 mile radius of that city)	Of the total number, how many were performed within 50-100 miles of that location?	Of the total number, how many were performed within 100-500 miles of that location?	Of the total number, how many were performed more than 500 miles of that location?	
\$1-5M						
\$5-10M						
\$10-25M						
\$25-50M						
\$50-100M						
100-250M						
250-500M						
over 500M						

We would like to get an idea of the size of the geographic area your firm typically accomplishes work. Please complete the following matrix using the home or branch office within ZONE 3 - FRONT RANGE - CO, WY						
Please choose one year's data and indicate whether the information is from:				2002 _____	2003 _____	2004 _____
	Total number of projects per dollar range in one year period	Of the total, how many were performed in one location? (Defined as in one city or within a 50 mile radius of that city)	Of the total number, how many were performed within 50-100 miles of that location?	Of the total number, how many were performed within 100-500 miles of that location?	Of the total number, how many were performed more than 500 miles of that location?	
\$1-5M						
\$5-10M						
\$10-25M						
\$25-50M						
\$50-100M						
100-250M						
250-500M						
over 500M						

We would like to get an idea of the **size of the geographic area** your firm typically accomplishes work. Please complete the following matrix using the **home or branch office within ZONE 4 - NORTHWEST PLAINS - E WA, ID, MT**

Please choose one year's data and indicate whether the information is from:				2002 _____	2003 _____	2004 _____
	Total number of projects per dollar range in one year period	Of the total, how many were performed in one location? (Defined as in one city or within a 50 mile radius of that city)	Of the total number, how many were performed within 50-100 miles of that location?	Of the total number, how many were performed within 100-500 miles of that location?	Of the total number, how many were performed more than 500 miles of that location?	
\$1-5M						
\$5-10M						
\$10-25M						
\$25-50M						
\$50-100M						
100-250M						
250-500M						

We would like to get an idea of the **size of the geographic area** your firm typically accomplishes work. Please complete the following matrix using the **home or branch office within ZONE 5 - NORTHWEST COAST - W WA, OR**

Please choose one year's data and indicate whether the information is from:				2002 _____	2003 _____	2004 _____
	Total number of projects per dollar range in one year period	Of the total, how many were performed in one location? (Defined as in one city or within a 50 mile radius of that city)	Of the total number, how many were performed within 50-100 miles of that location?	Of the total number, how many were performed within 100-500 miles of that location?	Of the total number, how many were performed more than 500 miles of that location?	
\$1-5M						
\$5-10M						
\$10-25M						
\$25-50M						
\$50-100M						
100-250M						
250-500M						

One contract vehicle we are considering for accomplishing this work is to call an **Indefinite Delivery Indefinite Quantity (IDIQ) contract**. This contract type can be either a **single award** (meaning it is awarded to only one firm; referred to as a **SATOC** or single award task order contract) or **multiple award** (meaning that several firms receive this type of contract - referred to as a **MATOC** or multiple award task order contract). A SATOC or MATOC is an umbrella contract which provides for a total cumulative dollar amount of work to be performed per year and over the life of the contract. As projects are identified, task orders are either negotiated (in the case of single award IDIQ contracts) or competed among the multiple award contractors. The contract provides for the maximum dollar limit per task order. In **private industry** a similar arrangement might be referred to as a **preferred/select bidders list** or prequalified bidders list. Please indicate whether your firm has ever been awarded one of these types of contracts in the past.

Government			Private Industry		
IDIQ - SATOC	Yes	No	Sole Contractor for a Client	Yes	No
IDIQ - MATOC	Yes	No	Select Bidders List Participant	Yes	No

We are interested in learning what **types of outreach** your firm uses to identify and use **local small businesses as subcontractors**. Please provide the following information:

Does your company have a **person responsible for Small Business or Subcontractor Outreach** _____ Yes _____ No

If Yes, please provide the following information. We may use this information to send invitations or notifications of follow-up surveys. If you are currently in a position, we would send to the point of contact listed at the beginning of the survey.

Name:

Title:

Phone:

E-mail:

Is the Outreach portion of this position considered _____ Full Time or _____ Part Time

Does your firm maintain a database of potential small business subs/suppliers? _____ Yes _____ No

Have you ever had a Government Contract that required you to submit a Small and Small Disadvantaged Business Subcontract? _____ Yes _____ No

How many Small Business Conferences/Fairs has your company attended during the past year?
_____ 1 _____ 2 -4 _____ 5 or more